



 **NorthPoint**<sup>TM</sup>  
DEVELOPMENT

**MAYTOWN**  
WASHINGTON

# WHO WE ARE

Established 2012

NorthPoint Development is a privately held real estate development firm based in Kansas City specializing in the development of Class A industrial, senior housing, multifamily and self-storage facilities. Our firm differentiates itself from competitors through a strong engineering and technical focus. We employ numerous civil, geotech, electrical and industrial engineers. We also have team members with expertise in logistics, labor and incentives. We believe that taking care of our customers is our number one priority. Our motto: "Beyond The Contract" embodies the concept that no contract can ever be written to reflect everything that will occur in a complex real estate transaction. Our approach in all business relationships is to be fair and to operate by the "Golden Rule."

## NORTHPOINT PARTNERS



Established 2016

NorthPoint Forwarding was formed by consolidating the expertise of two seasoned veterans of the freight forwarding industry. Our platform, built on technology and automation, allows both import and export operators to efficiently move goods both nationally and internationally. With our proprietary software, Seawave, we can coordinate with major ocean carriers and provide best-in-class customer service. We strive to provide customers with unparalleled punctuality, accuracy and efficiency throughout the entire shipping process.



Established 2016

ColdPoint was formed with a vision of providing agricultural producers with greater flexibility in storing temperature-controlled food products in the Midwest with direct access to the international port complexes through the BNSF Railway. Through the use of our heavyweight corridors, ColdPoint allows cargo owners and shippers significant reduction in transportation expenses while providing greater business flexibility. We are steadfastly committed to becoming a 'world class' operator with our team of dedicated professionals who provide the finest customer service in the industry.



Established 2016

Beyond Self Storage was built with a vision of providing high-quality self storage solutions to under-served markets. By leveraging our extensive development expertise, the use of our proprietary site selection systems and a customer focused management team, we are able bring best-in-class facilities to market quickly and efficiently.



Established 2014

Created to serve the growing senior population, Stonecrest Senior Living provides unrivaled quality of care and exceptional facilities with a nurturing, attentive staff and premium living arrangements. Using the same customer-centric focus that has made our other business units successful, we aim to create communities where seniors can receive superior personalized care to meet their needs.



Established 2015

As NorthPoint grew to become one of the largest private developers of industrial space in the US, it became necessary to develop an in-house team of architects to support the firm's efforts. StudioNorth is a staff of talented architects and designers that can routinely create site plans, building layouts and renderings in less than 24 hours. This has been a huge competitive advantage for the firm and has allowed us to consistently outperform our competitors who outsource the majority of their architectural work.

# WHO WE ARE

**Nathaniel Hagedorn**

Founder / CEO

With 16 years of commercial real estate experience, Nathaniel is responsible for the overall strategy of the company and is principally focused on guiding development, equity relationships, leasing and management activities for the firm.

Nathaniel has raised over \$5,000,000,000 in capital in the last six years for our various real estate investments. Our firm now owns / manages in excess of 59,000,000 SF of commercial space and over 3,500 apartments.

**Chad Meyer**

President

With 20 years of industrial engineering and construction experience, Chad is responsible for the general oversight & growth of development, brownfield re-development and Design Build industrial construction for NorthPoint Development projects nationwide. Currently, NorthPoint has over 59,000,000 SF of industrial projects completed, and is on track to double industrial deliveries nationally in the next twenty four months.

Prior to joining NorthPoint Development, Chad served as the Regional Director of ARCO National Construction and an Industrial Systems Engineer at GE.

**Mark Pomerenke**

VP of Development

Since joining NorthPoint in 2012, Mark has developed over \$600 million of industrial, multifamily, senior living and infrastructure projects. He is responsible for NorthPoint's Multifamily and Senior Living initiatives, and serves as an executive advisor to NorthPoint's Self Storage team. As Vice President of Operations, he oversees the site selection, acquisition, financing, entitlement, design, and construction processes to ensure seamless execution of high quality, well positioned real estate investments. Mark received his Bachelor's Degree in Electrical Engineering from the University of Notre Dame.

**Brent Miles**

VP of Economic Development

With 15 years of economic development experience, Brent is responsible for development prospects, incentive offers and approvals, and governmental relations. Brent's day to day tasks include contracts for incentives, real estate and land development negotiations, and governmental financing structures.

In addition to his role at NorthPoint Development, Brent is President of NorthPoint Incentive Consultants (NPIC) which assists businesses with Federal, State, Local, and Utility Incentive packages. During his career, Brent has procured more than 600 incentive programs for clients.

**Larry Lapinski**

COO / VP Construction Mngmt

With 20 years of construction experience in a wide array of market sectors including industrial, office, senior living, and retail, Larry is responsible for overseeing various projects from entitlement through construction. His civil engineering background coupled with national experience helps ensure project efficiency not only during construction but the initial planning and design phases as well.

Prior to joining NorthPoint Development, Larry served as the Vice President of Operations at Brinkmann Constructors.

**Sherrie Gayed**

Acquisitions &amp; Entitlements Mngr

Sherrie joined NorthPoint in 2017, she is involved in site analysis, acquisitions, contract management, and the entitlements process across asset types. Sherrie prioritizes building relationships with municipalities to bring quality developments to their communities.

Prior to joining NorthPoint Sherrie was a Partner in a law firm specializing in foreign commercial real estate transactions and investments with over \$50 Million in equity raised, she then joined one of the most active developers in TX as a Development Manager, managing aspects from site selection and land acquisition, construction to operation.

# WHO WE ARE

## LIVE GENEROUSLY

We believe we have an obligation to give back to the community through charitable efforts and, as a token of our appreciation to those who have helped us succeed, we will pay it forward.

## MAINTAIN OUR FINANCIAL DISCIPLINE

We will approach every deal with an appropriate margin of safety and maintain our financial discipline while never stretching for a deal or becoming greedy.

## DO THE RIGHT THING EVERY TIME

As we conduct our business, we will operate with the highest integrity and we shall strive to live by the Golden Rule.

## CORE VALUES

### PUT PEOPLE FIRST

The relationships with our customers, employees, and investors are our most valuable assets. We will strive to always take care of each other and to operate our business so that we maintain our culture of appreciation, respect, transparency, and we shall avoid office politics.

### TAKE OWNERSHIP OF EVERY SITUATION

Every individual shall take ownership, be accountable, and take responsibility while avoiding blame, excuses, and denial. We will always strive to admit, learn, and grow from failure and mistakes.

## DOING RIGHT FOR OUR COMMUNITY

We will help support our employees' charitable endeavors by matching 100% of the charitable donations that all of our employees make. This allows the charity of our organization to reflect the values of each of our employees. We will make the goal of helping people who are less fortunate to be a part of the fabric of our company; it will be an active goal of our company to seek out and help others. We want to look back over our careers and be proud of the good that we have done.

### JUST A FEW OF THE MANY CHARITIES WE SUPPORT



TOTAL CHARITABLE CONTRIBUTIONS //  
OVER \$2,120,000

# OFFICE LOCATIONS

## Corporate Headquarters

Kansas City | Missouri

**St Louis** | Missouri

**Cincinnati** | Ohio

**Chicago** | Illinois

**Sacramento** | California

**York** | Pennsylvania

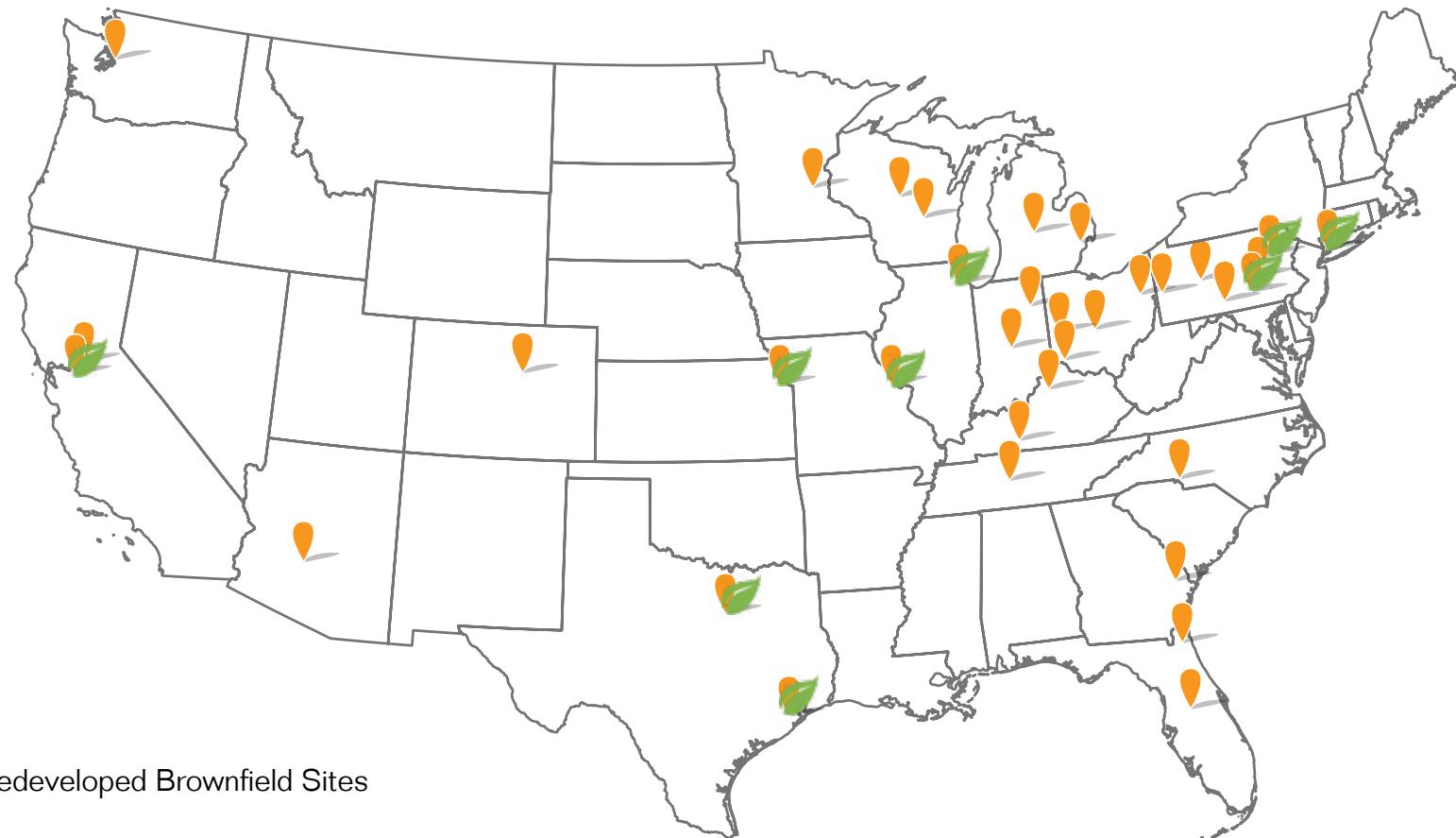


**“For us, it’s really been about the people.”**

- Nathaniel Hagedorn

(when asked to name the main reason for NorthPoint's success)

# ACTIVE MARKETS



## ASSET CLASSES



INDUSTRIAL



MULTI-FAMILY



SENIOR LIVING



SELF STORAGE

# THE NORTHPONT DIFFERENCE

## IN-HOUSE SERVICES

NorthPoint was designed with a vision of creating unparalleled value and service to our customers. To do this, we offer all of our clients, both big and small, an unrivaled suite of development services including:

### LOGISTICS EXPERTISE

- Over 100 years' experience in logistics and transportation
- Our team has shipped everything from consumer staples to heavy industrial machinery
- We have a profound appreciation for the impact transportation costs have on your bottom line
- We recognize that your warehouse location decision should start with logistics.

### CONSTRUCTION & FACILITY DESIGN OVERSIGHT

- Project engineering team with backgrounds in structural, civil, electrical, industrial process and geotechnical engineering
- Hands-on approach to helping our clients design the optimal facility
- Expertise to manage and oversee the construction process, resulting in cost reduction and shortened timelines

### SITE SELECTION ASSISTANCE

- Logistics, labor and tax analysis helps determine the geographically-optimal locations that provide the greatest possible reduction in transportation expense, labor and other costs
- NorthPoint will work to identify the sites available in the market that help meet the program and workforce needs of our clients

### PROPERTY MANAGEMENT

- Over 35 million square feet of industrial space managed across the country
- Award-winning team of dedicated property managers have a client-focus which is second to none
- Our team ensures that clients can focus on business, not facility problems

### INCENTIVES & ENTITLEMENTS NEGOTIATIONS

- Team of individuals who are involved in every aspect of the incentive and entitlement process
- Extensive experience in everything from rezoning property for development to negotiating with state and local governments for valuable tax abatements and other incentives
- We have built outstanding relationships with numerous municipalities and EDCs across the country which we can leverage for the benefit of your business
- We help ensure that the selected site offers the greatest total value for our clients based on property taxes, up front incentives, wage based incentives and utility rebates

### LABOR AND LOCATION ANALYTICS

NorthPoint's data analytics team facilitates rapid location screening and site-specific assessments on a variety of attributes such as:

- Labor market supply, demand, and expected costs
- Site suitability and constraints
- Freight cost for inbound and outbound shipments including proximity to common carrier shipment facilities.
- Business climate and tax analysis

### SITEPOINT

- Over 40 years of civil engineering and site planning experience
- Preliminary site planning, grading schematics and utility analysis
- Advanced 3D modeling capabilities including site visualization
- Ground based LiDAR scanning
- Low Altitude Aerial Photogrammetry

# NORTHPOINT DEVELOPMENT // Success in Other Markets

Our firm is one of the most active industrial development firms in the country having developed over 55,000,000 square feet of Class A industrial product since our inception in 2012. Last year alone, we leased over 13,200,000 square feet of Class A warehouse space around the USA. NorthPoint differentiates ourselves from our competition through a strong engineering and technical focus. We employ numerous civil, geotech, electrical and industrial process engineers as well as team members with deep expertise in logistics, labor and incentives. We also have in-house industrial architects who provide NorthPoint with a further source of competitive advantage. Our teams broad experience enables us to create long term value to our clients through smart real estate decisions. Our largest customer is General Motors whom we have helped develop numerous supplier parks to support their manufacturing operations. These supplier parks demonstrate NorthPoint's deep technical and logistics expertise helping General Motors substantially reduce operating expenses. Other customers include Amazon, Wal-Mart, Grainger, United Parcel Service, New Balance Shoes, Saks

**\$5.0** BILLION

**TOTAL CAPITAL RAISED**  
SINCE 2012

**55,000,000+** SF

**DEVELOPED INDUSTRIAL SPACE**

**40,679,459+** SF

**LEASED INDUSTRIAL SPACE**

**164+**

**INDUSTRIAL CLIENTS**

Fifth Ave, Post Cereal, Kubota Tractor, General Electric and many other national and regional firms.

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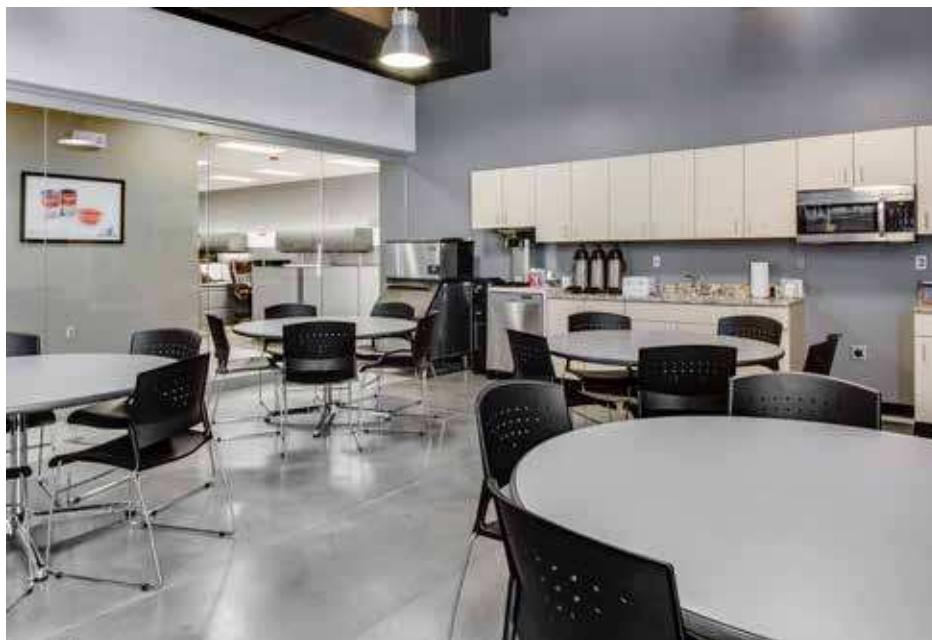
In order to be successful for our customers, our firm will remain financially disciplined with all of our endeavors. We will continue to align our interests with the interests of our investors, we don't make any money until our investors make money. We will never use any debt to acquire land, we will not leverage our projects with excessive debt and we will always be careful not to 'chase cap rates' instead focusing on creating long term value. Our approach is simple and we intend to keep it that way.

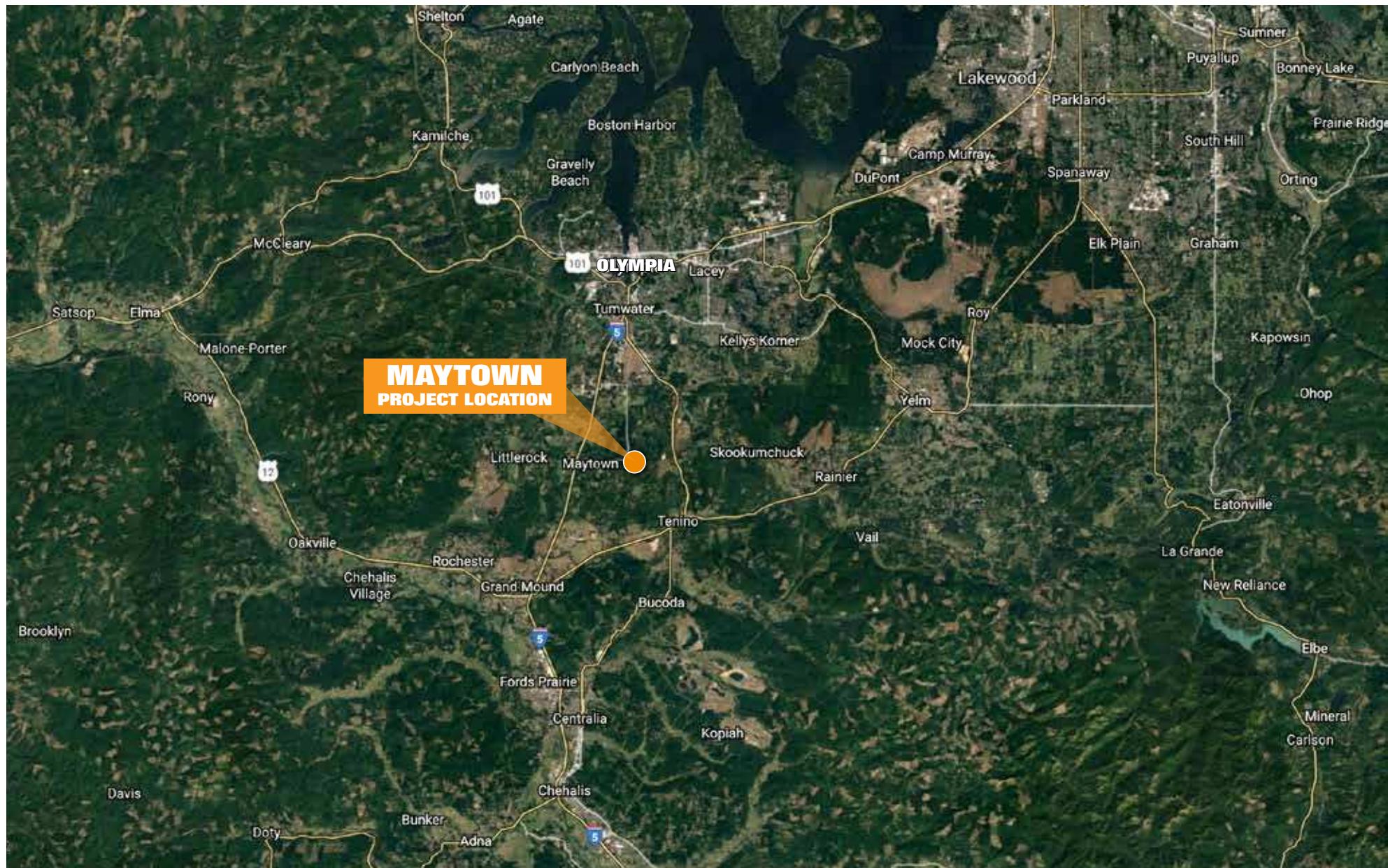
## INDUSTRIAL CLIENTS

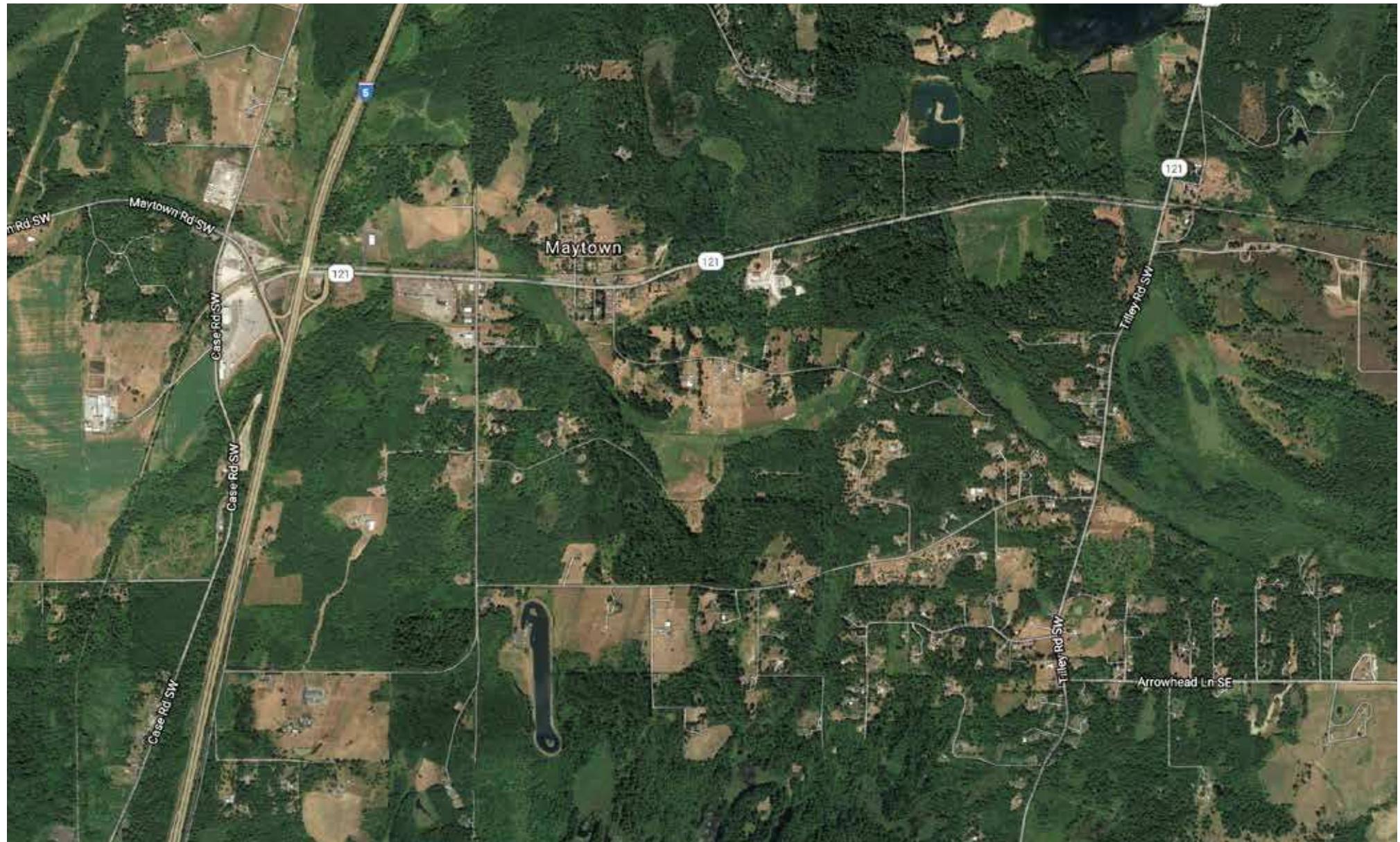
References available from our clients; a few are represented below









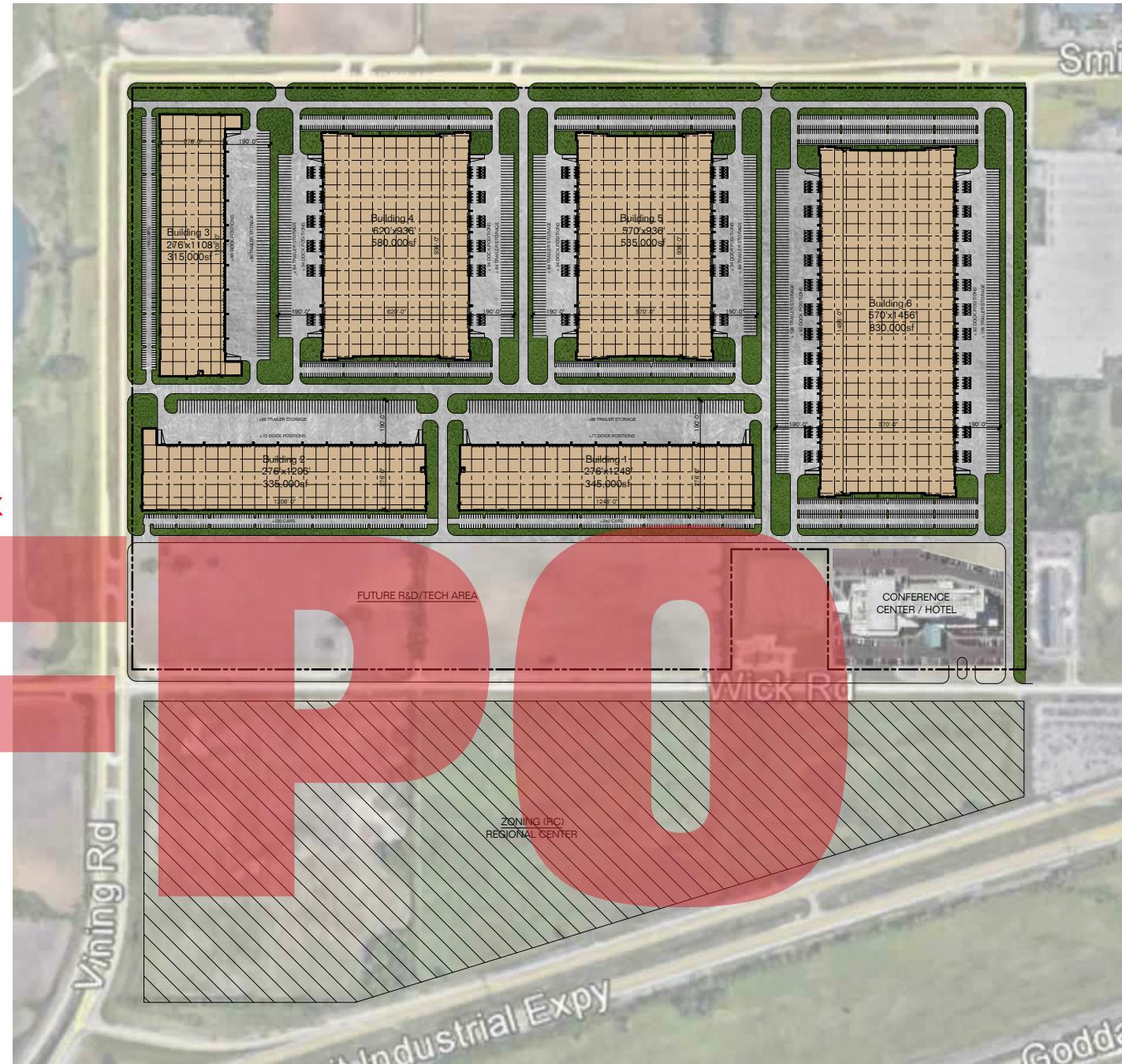


# MAYTOWN WASHINGTON Development Plan CONCEPTUAL MASTER PLAN

## SITE DEVELOPMENT PLAN

Gross Site Area	± 211 acres
Building Area	± 2,940,000 SF
Building 1	± 345,000 SF
Building 2	± 335,000 SF
Building 3	± 315,000 SF
Building 4	± 580,000 SF
Building 5	± 535,000 SF
Building 6	± 830,000 SF

Total Capital Investment \$XX,XXX,XXX



PROJECT	CITY	STATE	SQ. FT.	EST. JOBS
Southview Commerce Center	Belton	MO	2,100,000	1,438
Three Trails Logistics Center	Kansas City	MO	1,200,000	822
Riverside Horizons	Riverside	MO	3,100,000	3,307
Northland Park	Kansas City	MO	4,100,000	2,748
Bethel	Bethel	PA	1,000,000	678
Eden Road Logistics	York	PA	760,000	650
Hanover Ridge Trade Center	Wilkes-Barre	PA	2,000,000	2,250
25 Keystone	Pottsville	PA	1,300,000	593
Antrim Commons	Greencastle	PA	4,000,000	495
Dayton	Vandalia	OH	6,200,000	3,125
Hazelwood Logistics Center	Hazelwood	MO	2,000,000	1,817
Hazelwood Commerce Center	Hazelwood	MO	3,200,000	1,749
Logistics Park Kansas City	Edgerton	KS	9,300,000	4,674
Maytown Logistics Center	Maytown	WA	XXXXXXX	XXXXXXX
Hawks Prairie	Lacey	WA	1,900,000	899

MOVE TO  
THE TOP OF  
LIST



- Development will create new jobs with anticipated hourly wages averaging ~20% higher than retail & restaurant hourly wages
- Property tax revenue generated by park would be realized increase benefiting local schools and community
- Planned workforce training center in partnership with local municipalities will training in support of local jobs.
- Development includes local infrastructure improvements
- Planned development will include undeveloped areas

